

Message Text

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21-12

ACTION EA-14

INFO OCT-01 ISO-00 CIAE-00 COME-00 EB-11 INR-10 LAB-06

NSAE-00 PA-04 RSC-01 SIL-01 USIA-15 PRS-01 SAJ-01

DODE-00 PM-07 H-03 L-03 NSC-10 SPC-03 SS-20 ACDA-19

IO-14 NIC-01 AID-20 CIEP-02 TRSE-00 STR-08 OMB-01

CEA-02 FRB-02 XMB-07 OPIC-12 DRC-01 /200 W

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R 040745Z DEC 73

FM AMCONSUL HONG KONG

TO SECSTATE WASHDC 8880

INFO USLO PEKING

C O N F I D E N T I A L HONG KONG 12184

NOFORN

E.O. 11652: XGDS-1

TAGS: BEXP ETRD CH US

SUBJ: ACTIVITIES OF NCUSCT AND OTHER ORGANIZATIONS AT THE
CANTON FAIR

REF: STATE 232319

SUMMARY: FILLET HAD NUMEROUS CONTACTS WITH THE CCPIT AND ALL THE TRADE DELEGATIONS ON BEHALF OF USCCC. HE CLAIMS THAT THEY ALL WELCOMED HIS ORGANIZATION AND THAT CCPIT ALSO AGREED TO HOLD A CHINA PRODUCTS EXHIBITION IN THE US UNDER ITS AUSPICES BEFORE THE SPRING 1974 CANTON TRADE FAIR. WITH USG REPS, HE WAS SOMETIMES HELPFUL ALTHOUGH CONSTANTLY CARPING AT THE CLOSE USG-NCUSCT COOPERATION.

ASSOCIATION OF AMERICANS AT THE KWANGCHOW TRADE FAIR IS A LOW-KEY ORGANIZATION THAT HELD AN INFORMAL MEMBERSHIP PROMOTION DINNER AND LATER A USEFUL ROUND-TABLE ON VARIOUS ASPECTS OF THE FAIR, CHINESE NEGOTIATING PRACTICES AND COMMON
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TRADE PROBLEMS.

CONGEN HAS NO INFORMATION AVAILABLE ON GREENWALT OR THE EAST-WEST TRADE EXPANSION COMMITTEE. END SUMMARY

1. ACTIVITIES OF NCUSCT AND RELATIONS WITH USG REPS
BEING REPORTED BY JOINT SEPTTEL FROM PEKING.

2. US-CHINA CHAMBER OF COMMERCE -- FILLET (WITH ASSIST-
ANCE FROM ABRAMS OF CHINA TRADE CORPORATION) MADE EFFORT
TO REPRESENT THE US-CHINA CHAMBER OF COMMERCE TO AMERICAN
BUSINESSMEN AND TO CHINESE FAIR OFFICIALS AS A FUNCTIONING
ORGANIZATION THAT IS SUCCESSFULLY PUTTING TOGETHER A
VARIETY OF US-CHINA TRADE PROMOTION ACTIVITIES.

3. HAVING WRITTEN LETTERS TO CCPIT AND ALL THE IMPORT-EXPORT
CORPORATIONS AHEAD OF TIME, FILLET CLAIMED THAT HE WAS ABLE
TO MEET WITH OFFICIALS OF CCPIT AND ALL THE CHINESE TRADING
DELEGATIONS AT THE FAIR AND THAT HIS ORGANIZATION WAS WARMLY
RECEIVED BY ALL. ALL, HE SAID, WERE INTERESTED IN HIS PRO-
POSAL THAT THE CHINESE PUT TOGETHER A CHINESE COMMODITIES
EXHIBITION TO BE PLACED ON VIEW AT LOCAL USCCC BRANCHES IN
A NUMBER OF CITIES IN THE US. FILLET TOLD CONGENOFF TWICE
(ONCE AT FAIR AND AGAIN IN HONG KONG ON HIS WAY THROUGH)
THAT CCPIT HAD ACCEPTED THIS PROPOSAL AND WOULD MAKE AN
EXHIBITION AVAILABLE FOR STAGING IN THE US BEFORE THE CANTON

SPRING FAIR. FILLET ASSERTED THAT HIS TWO MAJOR SELLING
POINTS WERE: (1) THAT EXHIBITION WOULD APPEAR IN A NUMBER
OF US CITIES RATHER THAN JUST A FEW BIG ONES, AND (2) THAT
CHINESE WOULD HAVE A FREE HAND IN PUTTING ON DISPLAY ALL
OF WHAT THEY WANTED TO SHOW. LATTER POINT WAS CONTRASTED
WITH MORE LIMITED SHOWINGS PUT ON BY US IMPORTERS WHO ONLY
SHOWED WHAT THEY THEMSELVES SELECTED.

4. THE RELATIONSHIP BETWEEN THE USCCC AND THE CHINA TRADE
CORPORATION (CTC) HEADED BY ABRAMS IS A BIT UNCLEAR. FILLET
CLAIMS THAT HIS FORMER ASSOCIATION WITH CTC WAS SEVERED IN
ORDER TO LET HIM WORK FULL-TIME ON USCCC (A NON-PROFIT
ORGANIZATION) AND TO AVOID POSSIBLE CONFLICTS OF INTEREST.
HOWEVER, BOTH HE AND ABRAMS APPARENTLY CALLED ON CHINESE
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OFFICIALS IN THE NAME OF THE USCCC INASMUCH AS ABRAMS IS ONE
OF ITS BOARD OF DIRECTORS. MOREOVER, FILLET AND ABRAMS
WERE OFTEN SEATED TOGETHER AT NEGOTIATING TABLES AT THE FAIR
OBVIOUSLY TRANSACTING CTC BUSINESS. FILLET SEEMS TO HAVE
TOLD SOME BUSINESSMEN THAT HE WAS ATTENDING THE FAIR SOLELY
AS REP OF USCCC; INDEED, HE SAID THE SAME THING TO USLO
AND CONGEN OFFS ON SEVERAL OCCASIONS. HE THUS IMPLIED THAT
THE CHINESE HAD INVITED THE USCCC TO BE PRESENT AT THE FAIR.
ON ONE OCCASION, HOWEVER, IN REVIEWING THE HISTORY OF THE
USCCC WITH USLO AND CONGEN OFFICERS, FILLET ADMITTED THAT IT
WAS SO RECENTLY FORMED THAT THERE HAD BEEN NO TIME TO GET
AN INVITATION FROM THE CHINESE IN ITS OWN NAME AND THAT HE
HAD COME IN ON CTC'S INVITATION CARD.

5. IF, AS HE SAID HE DID, FILLET TALKED WITH CHINESE OFFICIALS ABOUT MFN ALONG THE LINES OF HIS CONVERSATIONS WITH USG REPS, HE MAY HAVE SERIOUSLY MISLED THEM ABOUT THE PROSPECTS FOR THE PRC'S RECEIVING MFN TREATMENT SEPARATELY AND AHEAD OF THE USSR. HE CLAIMED TO BE ACTIVE PARTICIPANT, BORDERING ON PRIME MOVER, IN GETTING STAFF MEMBERS OF SENATOR JACKSON AND REP VANICK TO AGREE ON A STRATEGY TO GET THE CONFERENCE COMMITTEE TO SEPARATE THE PRC FROM THE USSR AND PERMIT MFN AND CREDITS FOR THE PRC WITHOUT SUBJECTING IT TO THE EMIGRATION CONSIDERATIONS IMPOSED ON THE USSR.

6. OFTEN BRUSQUE AND GENERALLY FILLED WITH HIS OWN SELF-IMPORTANCE, FILLET RUBBED A NUMBER OF BUSINESSMEN THE WRONG WAY. ALTHOUGH SOME NEWCOMERS WERE AT LEAST INITIALLY TAKEN IN, EXPERIENCED FAIR-GOERS WERE THOROUGHLY PUT OFF BY THE USCCC PAMPHLET AND ITS EXAGGERATED CLAIMS, ABOUT ESTABLISHING AN EXHIBIT HALL IN PEKING, FOR EXAMPLE.

7. IT DID NOT APPEAR THAT AMERICAN BUSINESSMEN AT THE FAIR WERE IMPRESSED OR THAT FILLET GATHERED ANY SIGNIFICANT NUMBER OF NEW MEMBERS. HIS EXPRESSED CONFIDENCE THAT THE CHINESE WOULD INVITE HIM TO PEKING AFTER THE FAIR WAS NOT BORNE OUT; HE LEFT CANTON DURING THE FIRST WEEK OF NOVEMBER. FILLET DID HAVE A SUITE AND DID POST HIS USCCC CARD ON THE BULLETIN BOARD IN THE TUNG FANG HOTEL, BUT DID NOT HAVE ANY CONFIDENTIAL

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REFERENCE MATERIALS, TYPEWRITERS OR A COPYING MACHINE. IF ANY BUSINESSMEN SOUGHT HIS ADVICE ON CHINA TRADE MATTERS, WE ARE UNAWARE OF IT.

8. THE PICTURE IS NOT ALL NEGATIVE, HOWEVER, FOR FILLET WAS SOMETIMES HELPFUL TO USG REPS DESPITE HIS OFTEN EXPRESSED IRRITATION AT THE CLOSE COOPERATION BETWEEN THE USG AND THE NATIONAL COUNCIL FOR US-CHINA TRADE. FOR EXAMPLE, WHEN FILLET ASKED CCPIT FOR COPIES OF THE CATALOGS OF THE PRODUCTS FOR EXPORT AT THE FAIR, HE INCLUDED IN THAT TOTAL TWO COPIES FOR US, ONE FOR USLO AND ONE FOR WASHINGTON, THE SETS WERE INCOMPLETE, ARE BEING FILLED OUT FROM CATELOGS THAT CONGENOFF ACQUIRED, AND WILL BE FORWARDED SEPARATELY, FILLET WAS ALSO OCCASIONALLY HELPFUL IN INTRODUCING US BUSINESSMEN TO USG REPS.

9. THE ASSOCIATION OF AMERICANS ATTENDING THE KWANGCHOW TRADE FAIRS. IT WAS SPORADICALLY ACTIVE DURING THE FAIR. THEY SPONSORED A DUTCH-TREAT DINNER AFTER THE FIRST USG COCKTAIL PARTY FOR ANY US BUSINESSMEN WHO WISHED TO ATTEND. AT THE DINNER, WHICH WAS MOST CONGENIAL, THEY EXPLAINED THEMSELVES AS A LOW-BUDGET, NO-OVERHEAD GROUP THAT WAS NOT

REPEAT NOT IN COMPETITION WITH ANY OTHER ORGANIZATION SEEK-
ING TO REPRESENT AMERICAN BUSINESSMEN. THEY ALSO SPONSORED
AN INFORMAL ROUND-TABLE DISCUSSION THAT COVERED THE STRUCTURE
AND FUNCTIONING OF THE CANTON TRADE FAIR, CHINESE NEGOTIAT-
ING TECHNIQUES AND COMMON TRADE PROBLEMS. THEY DID NOT HAVE
A SUITE OR ANY FACILITIES. OUR IMPRESSION IS THAT THE
GROUP'S LOW-KEY, INFORMAL EFFORTS WERE A WORTHWILE CONTRI-
BUTION AND THAT A NUMBER OF AMERICAN BUSINESSMEN DID JOIN
AND PAY THE GROUP'S NOMINAL MEMBERSHIP FEE.

10. NO USG OFF MET GREENWALT, AND THEREIS NO RECORD OF
HIS ENTERING CHINA DURING THE FAIR. WE HAVE NO KNOWLEDGE
OF ANY FAIR ACTIVITIES BY THE EAST-WEST TRADE EXPANSION
COMMITTEE.

11. THIS REPORT WAS PREPARED IN COOPERATION WITH
USLO PEKING.
OSBORN

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<< END OF DOCUMENT >>

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